

Message Text

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15

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R 231430Z APR 75
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AMCONSUL KRAKOW

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COMMERCE FOR BEWT/TPD (THOMPSON) AND BIC/OIM/DAD (MURRIN)

FROM ELLIS

E.O. 11652: N/A
TAGS: BEXP, P, CZ
SUBJECT: MINING EQUIPMENT AND TECHNOLOGY TRADE MISSION

REF: WARSAW 2164

1. FOLLOWING REPORT PREPARED BY MISSION DIRECTOR ON RESULTS OF TRADE MISSION VISIT TO POLAND. SCHEDULE GENERALLY FOLLOWED THAT GIVEN REFTEL, EXCEPT THAT SCHEDULE ON FRIDAY, APRIL 18, WAS ALTERED AS FOLLOWS: VISIT TO RYBNIK COAL MINE ELIMINATED BECAUSE OF FIRE THERE AND VISIT TO SZCZYGLOWICE COAL PREPARATION PLANT SUBSTITUTED; THREE MISSION MEMBERS HAD DISCUSSIONS WITH REPRESENTATIVES OF NON-FERROUS METALLURGY ASSOCIATIONIN KATOWICE; AND MISSION RECEIVED BY VICE MINISTER OF MINING BENON STRANZ, INSTEAD OF VICE MINISTER STRZEMINSKI.

2. OFFICIAL BUDGET RESULTS (IN ZLOTYS):
DIRECTOR SUITE (7 NIGHTS) 9,310
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TRANSPORATION (EST.) 10,000

TOTAL 19,310

HOSPITALITY BUDGET (IN US DOLLARS):

RECEPTION AT HOME OF EMBASSY WARSAW

DCM: 100.

RECEPTION AT KATOWICE 900.

REFRESHMENTS 68

PHOTOGRAPHS 26.

TOTAL \$1,094.

3. PROJECTED SALES RESULTS (BASED ALMOST ENTIRELY ON ONE LARGE CONTRACT SIGNED DURING BUT NEGOTIATED PRIOR TO MISSION VISIT): \$4.5 MILLION. LEADS OBTAINED: APPROXIMATELY 20. MISSION WAS WELL-RECEIVED BY POLISH MINISTRY OF MINING AND POWER, WHICH SCHEDULED ENTIRE PROGRAM AND PAID ALL MISSION EXPENSES (EXCEPT LODGING AND RECEPTION) IN KATOWICE AREA. MINISTRY SHOWED CONSIDERABLE FLEXIBILITY IN SCHEDULING APPOINTMENTS FOR GROUPS OF MISSION MEMBERS. MINISTRY OF HEAVY INDUSTRY ALSO PROVIDED USEFUL MEETING MORNING OF APRIL 18. EMPHASIS IN ALL DISCUSSIONS WAS ON POSSIBILITIES FOR COOPERATION.

4. MISSION DIRECTOR'S COMMENT: MISSION MEMBERS WOULD HAVE PREFERRED LESS TIME IN TRANSIT DURING KATOWICE PORTION OF SCHEDULE AND MORE TIME FOR IN-DEPTH INDIVIDUAL DISCUSSIONS WITH CONTACTS MADE IN COURSE OF VISIT. MINISTRY OF MINING'S HOSTING OF VISIT EFFECTIVELY PRECLUDED DESIRED FOLLOW-UP DISCUSSIONS WITH MINISTRY OF HEAVY INDUSTRY IN AREA OF COPPER MINING. MISSION SAW POLES AS EAGER BUSINESS PARTNERS, BUT TRYING TO BE SELF-SUFFICIENT IN TOO MANY AREAS OF PRODUCTION. POSSIBILITIES FOR COOPERATION ARRANGEMENTS ARE GOOD IF PAYMENT IN OTHER THAN HARD CURRENCY CAN BE ARRANGED.
PERRY

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